

Barry Moniak Presents

Fearless Sales Teams

Win by creating mindful relationships!

"Novice skiers on steep, slippery slopes, fear that gravity will pull them down the mountain to their doom. Expert skiers see gravity as their best friend. As we befriend that which we fear, the force we dread creates the momentum we crave." ~ Barry Moniak



Mindful sales means creating long term profitable relationships – for *both* the sales force *and* their customers. Sales professionals and their customers are intrinsically interconnected in mutually respectful, supportive and beneficial ways.

Sales relationships can be mindful – if we create them that way. Mindful relationships treat past, present and future events as having influence over the well-being of all involved parties. Fearless sales leaders create mindful relationships with both fellow teammates – and their customers

Winning sales forces face, embrace and befriend fear. Sales teams that lean into challenge together, are unstoppable. They're inspired, driven by the "befriend fear" mindset/skillset.

Progressive, powerful sales leaders recognize team members' bias and fears. They build team trust, an essential component of a profitable business and sales culture.

These innovative sales leaders exhibit personal power, not just position power. They create mutually supportive winning teams that produce mindful sales, not just greater numbers.

Build mindful relationships with teammates and clients – and everyone wins.

Barry's been a practicing sales leadership consultant / trainer for 30 years. In his deeply insightful and entertaining presentations, you experience delightful personal experiences and profound professional discovery.

There are speakers who consult and consultants who speak. Barry's both. Experience and expertise come to life in customized keynote and breakout presentations – creating an amazing event.

This is the *End In Mind* we have for you.



"Mission-minded leaders create fearless winning teams"